



INVESTING IN BAIE-COMEAU

THE CROSSROAD OF OPPORTUNITIES FOR YOUR PROJECTS



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PV Hydraulique, ID Manic

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ID Manic, SOPOR (Martin Lebel), City of Baie-Comeau

OUR INFRASTRUCTURE

Small to large scale industrial parks and strategic lots

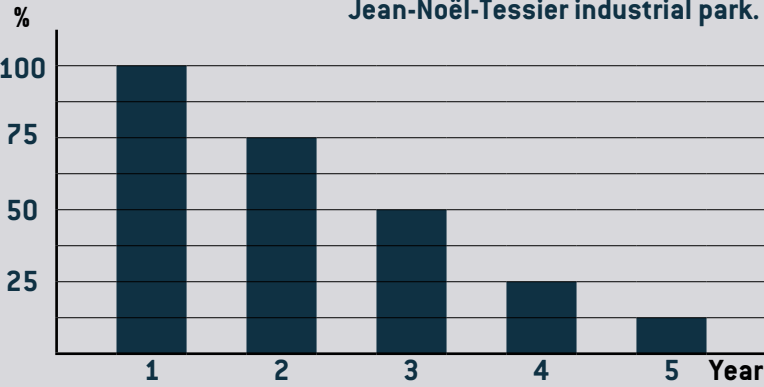
Industrial parks and strategic lots in the region can accommodate small to large scale projects and they are located near arterial roads and the port-rail complex.



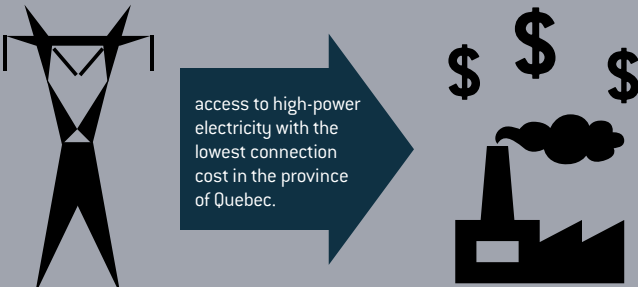
Optimal northern road network

The Route 389, going strait to the Labrador Trough, is being completely rebuilt. Major reconstruction works, totalising a investment of \$468M upon the next 10 years, consist in significantly improving safety for road users along 570 km between Baie-Comeau and Fermont. The Jean-Noël-Tessier industrial park in Baie-Comeau will be located at the new junction of Route 389 and Route 138, with direct access to the north.

The City of Baie-Comeau offers municipal tax credits to the new businesses in the Jean-Noël-Tessier industrial park.



Exclusive added value



For more information about available lots in the Baie-Comeau region :

www.ville.baie-comeau.qc.ca/section-anglaise/affaires/industrial-sites/

or

Société d'expansion de Baie-Comeau

418 296-8108
rsavoie-jourdain@societeexpansion.baie-comeau.ca

The Baie-Comeau port-rail complex

Characteristics of the port of Baie-Comeau

Trade volume	
Approximately 5 million tons of bulk goods annually. 90% is handled via private tenants.	
Annual shipped materials at the federal wharf	
News paper: 310,000 metric tons Aluminium parts: 75,000 metric tons Deicing salt: 22,000 metric tons Anodes: 150,000 metric tons General manufactured goods: 1,400 metric tons Cruises: 21 cruise ship calls.	
Piers	6
Transport Canada (1), STQ – Passenger ferry (1), SOPOR (1), ALCOA (1), CARGILL (2).	
Berths	10
The Baie-Comeau port has officially been recognized has an industrial port zone by the maritime strategy of our government.	

The port of Baie-Comeau

Different users as Resolute Forest Products, Alcoa's Baie-Comeau Smelter, international cruise ships and many manufacturing companies.



- 1 The port has four different berth ranging from 27,8ft. /8,5m to 29,5ft. /9m water draft
- 2 Ro/Ro ramp with a capacity of 400 metric tons (1 berth)
- 3 Products in transit: newspaper, anodes, equipment, bulk goods, de-icing salt
- 4 International cruise ships (port of call)
- 5 6,000 m² of warehouse space and 103 m² of administrative office space
- 6 SOPOR

Cargill's exporting facilities

Baie-Comeau is one of seven cities in Canada in which Cargill has a grain and oilseed port, that is devoted to the storage and transfer of products to be exported. Cargill's port facilities are accessible year-round. You can contact Cargill concerning the configuration of the bulk transfer equipment and when it might be available to use.

The port and rail Baie-Comeau compagny (SOPOR)

SOPOR is a none profit organization that ensures the maritime and rail transport of different goods. SOPOR's transfer center has its own port facilities.

SOPOR is part of one of the largest rail distribution networks in North America, all the way to Mexico. CN's railroad links Baie-Comeau to the entire continent with a rail ferry. The North Shore transits a considerable portion of its industrial products elsewhere in Canada and to the United States, as well as to receive raw materials.

For more information about SOPOR's transport services, visit:

<http://www.sopor.ca/accueil>



The Baie-Comeau airport

The Baie-Comeau airport can accommodate and serve small to large aircrafts, and it offers daily flights to Montreal.



For more information about the Baie-Comeau airport's services, schedules and rates, visit <http://www.mrcmanicouagan.qc.ca/aeroport/historique> (in French only)

ENERGY ACCESS AND COST

Hydro-Quebec Production: extra-high voltage and minimum connection fees

Hydro-Quebec has 500 MW of electricity available requiring no additional equipment, making Baie-Comeau the place with the lowest electricity connection fees in the province of Quebec. Additionally, Hydro-Quebec offers special rates for all types of industrial needs.

For more information about Hydro-Quebec's rates, visit <http://www.hydroquebec.com/business/rates-and-billing/rates/electricity-rates-business-customers/>

McCormick hydroelectric generating station

The station is connected to Baie-Comeau's electricity grid and generates 350 MW of power above and beyond what is used by the local distribution network. Lastly, the City of Baie-Comeau owns a 62-MW electrical distribution network.

SERVICE PROVIDERS

The Baie-Comeau region has developed a solid expertise in industrial projects. Local entrepreneurs are strong:

- ➔ engineering consulting
- ➔ environmental assessment
- ➔ construction
- ➔ telecommunications
- ➔ transport
- ➔ industrial manufacturing

MUNICIPAL SERVICES AND BYLAWS

City of Baie-Comeau

Permits and bylaws

The City of Baie-Comeau has it's own managing and selling land organization (SEBC). The SEBC helps developers to select the best lot for their project, through the different services of the city, to facilitate compliance with the bylaws and ensure the success of the project.

To reach the SEBC:

19 Marquette Avenue, Baie-Comeau, Quebec G4Z 1K5

Tel: 418-296-8108

Fax: 418-296-8186

WORKFORCE

In addition to research centers, the Baie-Comeau region has a college that offers cutting-edge technical training in areas of forestry, civil engineering, management, health and social services.

It also has the Professional formation center of Baie-Comeau, which offers numerous training programs specialized in industrial maintenance and mechanics, machining, transport, construction, accounting and secretarial studies.

QUALITY OF LIFE

Baie-Comeau is a proud northern maritime city that stands out for its enviable quality of life. The city boasts numerous sports, leisure and cultural clubs; concert venues and art galleries; a junior major hockey team; three high schools, one of which is English; one college; numerous parks and beaches and world-class tourist attractions. The Baie-Comeau port of call also welcomes several international cruise ships each year and positions itself as the fastest growing on the North Shore.



Photo credit: Voltage Communication



Photo credit: City of Baie-Comeau

A PORTRAIT OF OUR INDUSTRIES

Aluminum and metallurgy

The Baie-Comeau region can accommodate any type of metallurgy-related industrial project.

The presence of Alcoa's Baie-Comeau Smelter provides exciting new opportunities for light-metal production, processing and recycling. The presence of small and medium-sized businesses (SMBs) specialized in manufacturing, machining, managing and preparing metal alloys and industrial parts makes the region all the more suitable for the development of new business synergies and the arrival of new projects.

Alcoa's Baie-Comeau Smelter, which employs 875 workers, is currently making major investments in its foundry and casthouse to meet the automobile industry's growing need for aluminum. With its 480 pots providing a production capacity of 295,000 metric tons of aluminum, the Baie-Comeau Smelter is focused on the industries of the future.

We have a variety of expertise and the means to accompany and support industrial innovation and large-scale projects, including programs that provide grants and loans that may be used for pre-feasibility or feasibility studies.



Photo credit: City of Baie-Comeau

Mining

The region offers excellent mineral mining potential. A few of the mineral reserves are currently being explored, and may lead to many quality jobs in a few years.

The characteristics of mineral deposits in the region and the opportunities to export from Baie-Comeau support the development of an industrial cluster of plants that process industrial minerals such as graphite to produce lithium batteries.



copper

nickel

graphite

titanium

iron

phosphate



peatland

granite

sea clay

Recent mineral exploration activities have confirmed that the subsurface in the region is rich in mineral resources

R&D – Industrial process

Industrial, mining and metallurgical process engineering – ACCORD area of expertise

With approximately 50 mining- and metallurgy-related SMBs, the North Shore has a cluster of excellence that is recognized by the Quebec government: Industrial, mining and metallurgical process engineering cluster (IPIMM). This cluster of excellence aims to create a regional production system that is competitive at the North American and international levels. It encourages joint efforts of businesses to share a common vision for their industry and a strategy to develop it.

For more information, visit <http://ipimm.ca/> [in French only].

The Technical institute of industrial maintenance (ITMI)

The mission of the ITMI is to exercise, in the fields of industrial maintenance, information, technical support and applied research activities for the benefit of companies of the province of Quebec.

The ITMI favours the use of modelling and simulation tools to maximize the outcomes of its interventions. As case studies have demonstrated, the introduction of this technology offers numerous advantages: reduced time for training and performing tasks, less shutdowns and parts replacement and finally, increased operational gains.

For more information, visit <http://www.itmi.ca/en/home/>.

A PORTRAIT OF OUR INDUSTRIES



Photo credit: Voltige Communication

Forestry

Industrial development in the region was driven by the forestry industry, and, until today, many businesses and jobs rely on the quality and abundance of this resource.

Baie-Comeau owns the most important pulp and paper mill in Quebec, as well as a sawmill that produces timber and shavings that are used for pulp production. Both facilities belong to Resolute Forest Products.

In August 2015, the North Shore forest industry signed a five-year agreement with the Quebec government to ensure the competitiveness and long-term viability of the industry at a time when a spruce budworm epidemic was destroying a considerable volume of wood. The agreement covers hydroelectricity rates and procurement costs, among other things, while taking into account the constraints of the rugged terrain of the North Shore and fibre quality. The agreement provides a diversification and innovation plan to be implemented to seize new market opportunities for the industry. Projects as forest biomass conversion, energy efficiency and improving fibre quality are therefore being studied.

Apart from Resolute Forest Products, the industry includes SMBs that specialize in:

- ➔ silviculture
- ➔ transport
- ➔ access road construction
- ➔ forest product and by-product conversion
- ➔ environmental assessments (for instance, fauna, flora and wetland inventories)

The North Shore region offers good harvest potential for wood processing projects in biomass energy and timber. The Bureau of wood market regularly auctions of volumes of wood from Quebec's public forest. For more information, visit www.bmmb.gouv.qc.ca (in French only).

R&D in the boreal forest

In research and development, the Boreal forest experimentation and development center (CEDFOB) helps businesses and organizations to innovate with applied research, technology transfer and adapted training, among other things. Since it was founded in 2004, the it has been operating mostly in boreal forestry. It recently expanded its expertise to northern berries, the physics and chemistry of wood, and entomology.

For more information, visit <http://www.cedfob.qc.ca/> (in French only).



Photo credit: D. Wante

Fishing and aquaculture

The North Shore is one of the most important regions in Quebec in which the fishing industry is the most predominant. Seafood exports represent more than \$40 million in 2013. The best sellers are, of course, snow crab and northern shrimp. However, new species, such as Stimpson's surfclam, scallops, herring and capelin, are also available.

The Baie-Comeau region has three fish and crustacean processing plants:

- Baie-Trinité Seafoods Inc. — Baie-Trinité
- Manicouagan Fisheries — Baie-Comeau
- Poissonnerie Jean-Guy Laprise — Chute-aux-Outardes

R&D – Marine resources, sciences and technologies

The North Shore is part of a cluster of excellence recognized by the Quebec government, that relies on an alliance between maritime businesses: the Marine resources, sciences and technologies cluster. These businesses intend to develop innovating strategies to increase productivity, networking, training and market development.

For more information, visit <http://www.accordrstm.ca/> (in French only).



Photo credit: Voltige Communication



Photo credit: Voltige Communication



Photo credit: Voltige Communication

A PORTRAIT OF OUR INDUSTRIES

Northern berry production

The Baie-Comeau region is known for its blueberries, haskap berries, strawberries and sea buckthorn. The majority of blueberry fields that are cultivated in the North Shore are leased and on public land.

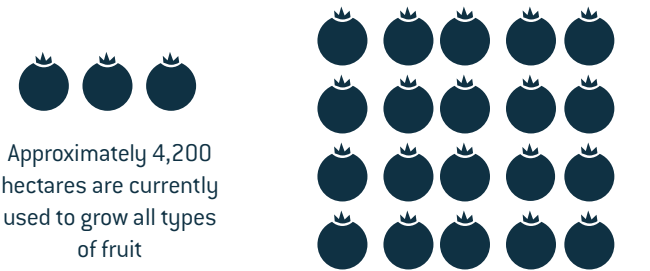


Photo credit: ID Manic



Photo credit: Village Communication

R&D – Potatoes and northern berries

To support the development of Quebec's potato industry, the Les Buissons Research Center specializes in genetically improving potatoes.

In terms of northern berries, the Boreal forest experimentation and development center (CEDFOB) innovate with applied research, technology transfer and adapted training. Its work includes growing and processing northern berries for various types of applications.

Tourism

A true hub between Quebec and Newfoundland, the Baie-Comeau region is strategically positioned along Route 389 and ready for any new tourism project.

Baie-Comeau is also one of the nine international cruise ship ports of call recognized by the Quebec government. With its numerous tourist attractions, Baie-Comeau is THE perfect northern destination!

For more information, visit <http://tourismecote-nord.com/en/>.



Photo credit: René Méthot

DEVELOPMENT ORGANIZATIONS AND LOCAL PARTNERS

Land purchasing and bylaws

- **City of Baie-Comeau (SEBC)**
19 Marquette Avenue, Baie-Comeau, Quebec G4Z 1K5
Tel: 418 296-8108 • Fax: 418 296-8186
<http://www.ville.baie-comeau.qc.ca/fr/affaires/terrains-a-vendre/>
(in French only)
- **City of Baie-Comeau - Urban Planning Department (Permits and certificates)**
1310 D'Anticosti Street, Baie-Comeau, Quebec G5C 3R2
Tel: 418 589-1500 • Fax: 418 589-1515
urbanisme@ville.baie-comeau.qc.ca
www.ville.baie-comeau.qc.ca
- **MRC of Manicouagan Georges-Henri-Gagné Building**
768 Bossé Street, Baie-Comeau, Quebec G5C 1L6
Tel: 418 589-9594 • Fax: 418 589-6383
info@mrcmanicouagan.qc.ca
www.mrcmanicouagan.qc.ca (in French only)

Financial assistance

- **Innovation and development Manicouagan**
1910 Charles-Normand Avenue, Baie-Comeau, Quebec G4Z 0A8
Tel: 418 295-2593 • Fax: 418 295-2664
info@idmanic.ca
www.idmanic.ca (in French only)
- **SADC Manicouagan**
810 Bossé Street, Suite 101, Baie-Comeau, Quebec G5C 1L6
Tel: 418 295-SADC (7232) • Fax: 418 295-7233
solution@sadcmanic.ca
www.sadcmanic.ca (in French only)

Sustainable development and social acceptance

- **Manicouagan Uapishka Biosphere Reserve**
31 Marquette Avenue, Baie-Comeau, Quebec G4Z 1K4
Tel: 418 296-5680
info@rmbmu.com

Commerce and marketing

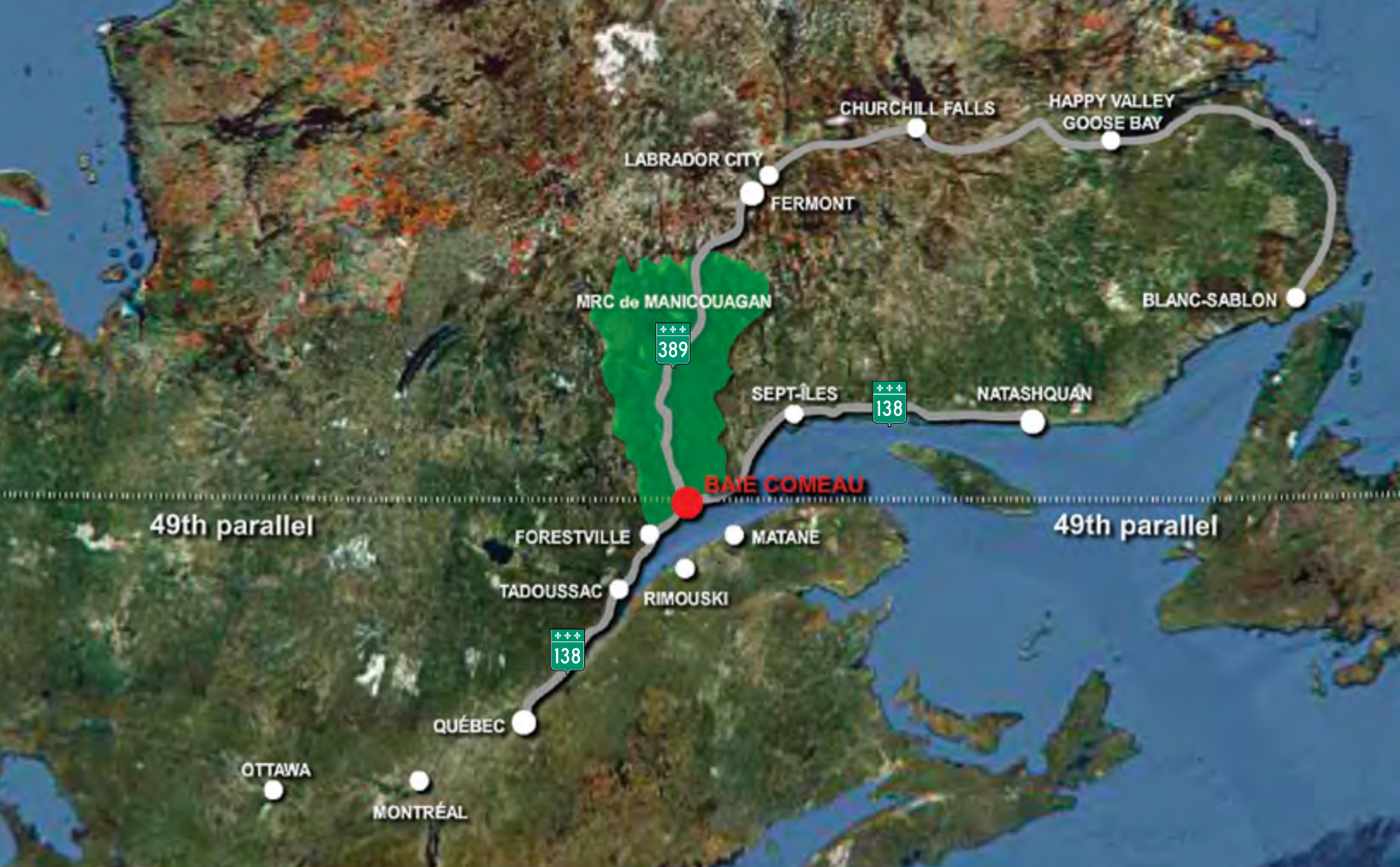
- **Manicouagan Chamber of Commerce**
22 La Salle Place, Baie-Comeau, Quebec G4Z 1K3
Tel: 418 296-2010 • Fax: 418 296-5397
info@ccmanic.qc.ca
www.ccmanic.qc.ca (in French only)
- **North Shore International Commerce (Exportation)**
625 Lafèche Boulevard, Suite 315, Baie-Comeau, Quebec G5C 1C5
Tel: 418 589-5028 • Fax: 418 589-7996
AideXport@cicotenord.ca
www.cicotenord.ca

Research and development

- **Boreal Forest Experimentation and Development Center (CEDFOB)**
537 Blanche Boulevard, Baie-Comeau, Quebec G5C 2B2
Tel: 418 295-2240 • Fax: 418 589-5634
Toll-free: 1 800 463-2030, poste 240
cedfob@cedfob.ca
www.cedfob.qc.ca (in French only)
- **Technological institute of industrial maintenance**
175 De La Vérendrye Street, Sept-Îles, Quebec G4R 5B7
Tel: 418 962-9848, ext. 250 • Fax: 418 968-8205
info@itmi.ca
<http://www.itmi.ca/en/home/>
- **North Shore Energy Consortium (CITEC)**
1910 Charles-Normand Avenue, Baie-Comeau, Quebec G4Z 0A8
Tel: 418 295-2593 • Fax: 418 295-2664
info@citec.ca
www.citec.ca (in French only)
- **IPIMM Cluster**
175 De La Vérendrye Street, Suite IPIMM, Sept-Îles, Quebec G4R 5B7
Tel: 418 965-7064
info@ipimm.ca
- **Marine resources, sciences and technologies cluster**
175 De La Vérendrye Street, Suite D-119-A, Sept-Îles, Quebec G4R 5B7
Tel: 418 962-9848, ext. 295
direction@accordcotenord.ca
<http://www.accordrstm.ca/> (in French only)
- **Les Buissons Research Center**
358 Principal Road, Pointe-aux-Outardes, Quebec G0H 1M0
Tel: 418 567-2235 • Fax: 418 567-8791
info@crlb.qc.ca

Logistics

- **Baie-Comeau airport**
De L'Aéroport Road, Baie-Comeau, Quebec G5C 2S6
Tel: 418 589-8285 • Fax: 418 589-6895
aeroport.adm@mrcmanicouagan.qc.ca
- **SOPOR**
18 Maritime Road, Baie-Comeau, Quebec G4Z 2L6
Tel: 418 296-6785 • Fax: 418 296-2377
societeduport@globetrotter.net
www.sopor.ca (in French only)
- **Port of Baie-Comeau**
Tel: 418 296-4296
portbaiecomeau@globetrotter.net



INNOVATION ET
DÉVELOPPEMENT
MANICOUAGAN (CLD)



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Conception et impression: VOLTI6 COMMUNICATION